



International Sales Director, Germany – ACS International

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ACS International is currently seeking an International Sales Director based in Germany.

The position directs and oversees the organization's international sales function, ensuring that established revenue and profit goals are met. This includes direct accountability for profit & loss, talent management, customer retention, new product launches, territory development, customer satisfaction, corporate strategy execution, product mix, competitive analysis, and forecasting. The role as a senior leader is also responsible to roll out and adopt corporate programs and best practices while maintaining a results driven positive culture within the region.

Requirements:

- Bachelor's Degree in Science related fields, business, communications or other related disciplines, Advanced degree preferred
- 10 or more years' experience in a business to business sales capacity
- 5 or more years' of demonstrated experience managing sales people and opening new sales territories in international businesses
- Proven track record of sales achievement as an individual contributor and managing a team
- Experience launching new products and opening new sales territories
- Proven ability to identify, hire and mentor top sales talent
- Experience managing science related solutions, information and/or intellectual property
- Strong understanding and capacity to articulate industry-specific value proposition to address customer pain points
- Demonstrated experience with CRM systems, prospecting and opportunity management tools/systems, preferably Salesforce.com
- Strong communication, networking and interpersonal skills, English language required, additional languages preferred
- The position will involve a high degree of international travel. The role is suited to a confident and organized sales professional who has worked in a similar role for an international company.

To apply for a position, please submit your cover letter and CV to careers@acsi.info.